

Message Text

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PAGE 01 JIDDA 00944 091003Z

20

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 085888

R 090800Z FEB 75
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 0152
AMCONSUL DHAHRAN

UNCLAS JIDDA 0944

COMMERCE FOR MEPD

E.O.: 11652: N/A
TAGS: BEXP, SA
SUBJ: MINISTRY OF FINANCE 100,000 UNIT HOUSING PROJECT

REF : JIDDA 7425

1. MINISTRY ADVERTISING OF SUBJECT PROJECT EVIDENTLY HAS RESULTED IN MORE THAN THEY BARGAINED FOR. THEY HAVE BEEN BOMBARDED WITH APPLICATIONS, AND REPORTEDLY HAVE "AN ENTIRE ROOM FILLED WITH PROPOSALS" WHICH MINISTRY OFFICIALS HAVE DESPAIRED OF TRYING TO EVALUATE. WE SUSPECT THAT ONLY THOSE COMPANIES WHICH TAKE THE INITIATIVE OF MAKING IN-PERSON PRESENTATIONS WILL RECEIVE SERIOUS CONSIDERATION.

2. THE ONLY U.S. FIRM WHICH EMBASSY KNOWS TO HAVE DONE SO THUS FAR IS FIRST PLANNING INT'L CORP, OF MAIMI, PRESIDENT OF FPIC ROBERT MCNABB BRIEFED EMBOFFS ON JAN 18. FPIC HAS PROPOSED A CONSORTIUM OF SOME 17 A&E, CONSULTING, AND CONSTRUCTION FIRMS--ELEVEN BRITISH, FOUR U.S., ONE FRENCH AND ONE LEBANES. OF THE FOUR CONSTRUCTION FIRMS IN THE CONSORTIUM, TWO ARE BRITISH AND TWO U.S.

3. THE PRIMARY COMPETITION IDENTIFIED BY MCNABB WERE A GREEK-DANISH JOINT VENTURE, TAYLOR-WOODROW (UK), AND LAING-WIMPEY-ALI REZA, A UK-SAUDI JOINT VENTURE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JIDDA00944
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750047-0472
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750259/aaaacbao.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 JIDDA 7425
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 22 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 SEP 2003 by RowellE0>; APPROVED <30 DEC 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MINISTRY OF FINANCE 100,000 UNIT HOUSING PROJECT
TAGS: BEXP, SA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006